



ojo

# OJO Pro+ Partner Webinar

Team Leads and Admins | 9.22.23



# Agenda

01 Introduction | 5 min

02 Product updates | 10 min

03 Leaderboard | 5 min

04 Pro+ panel | 15 min

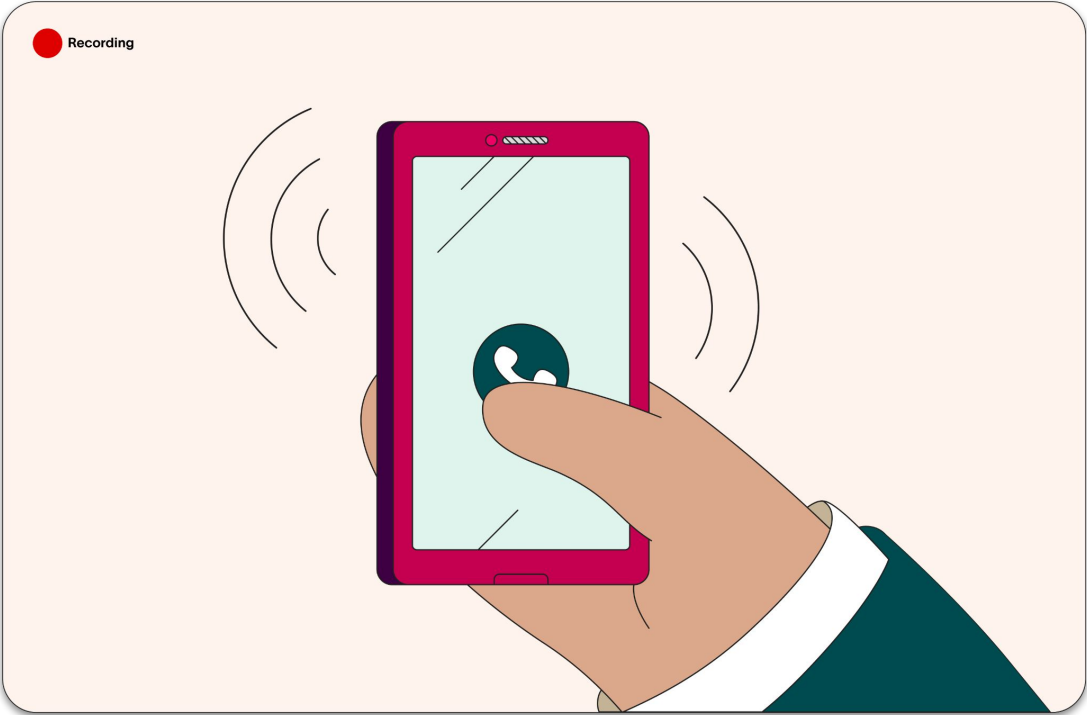
05 Q&A | 15 min

ojo

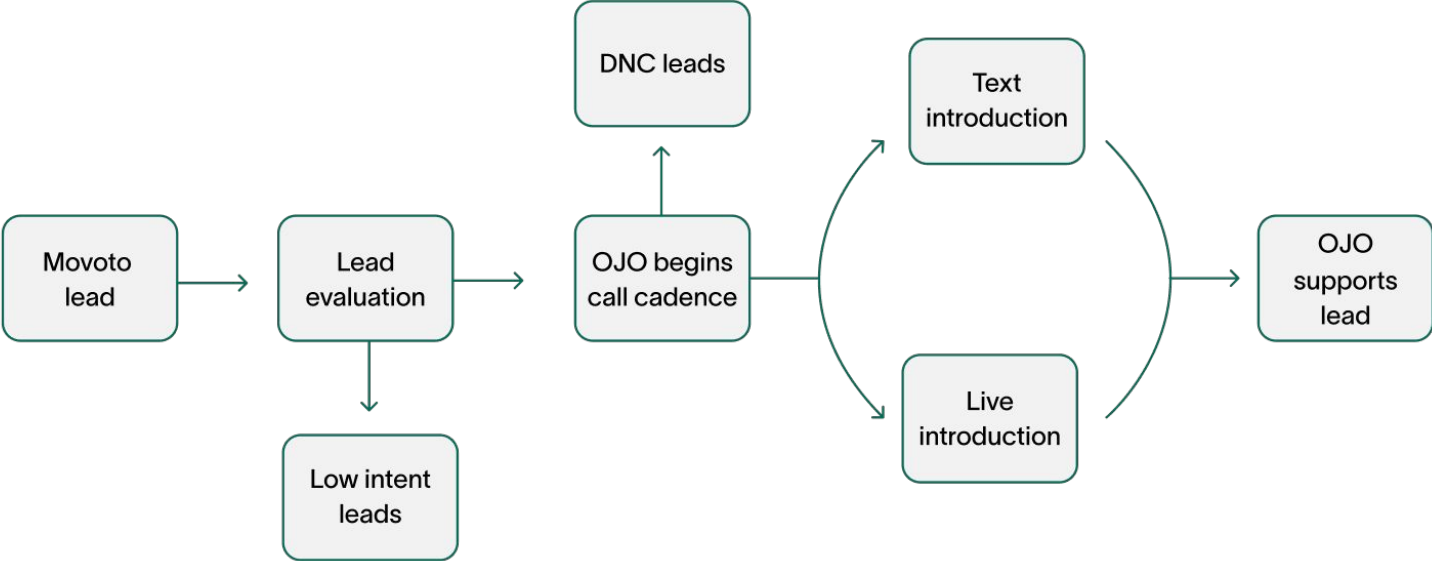


# Product updates

# Call recording

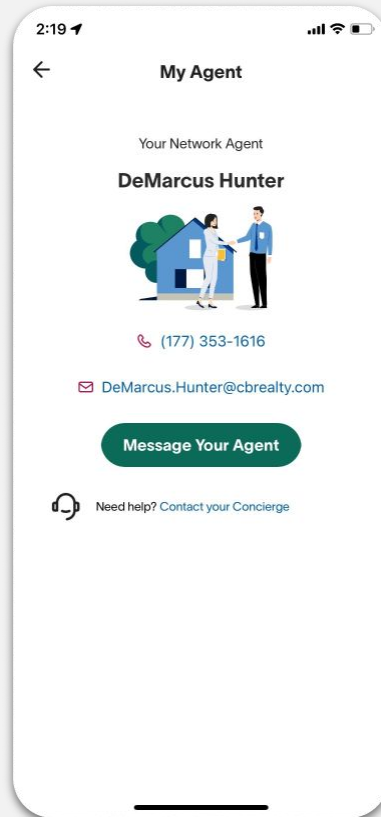


# Introduction flow

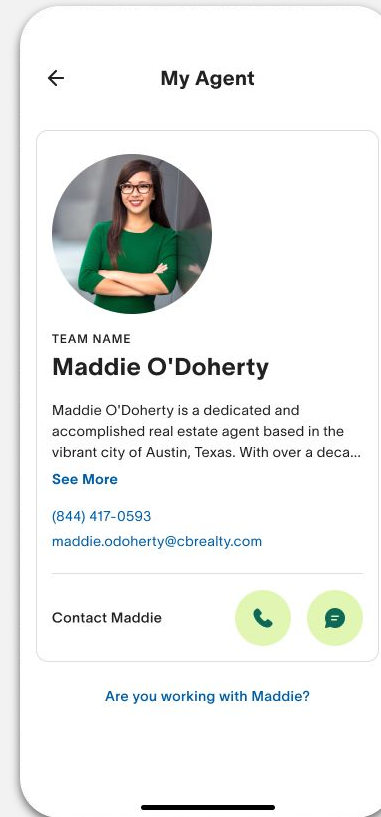


# My agent

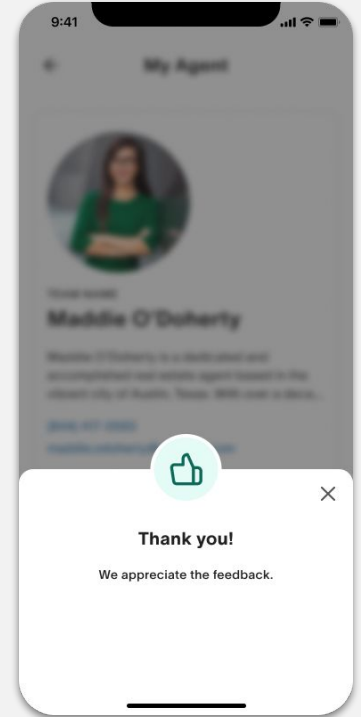
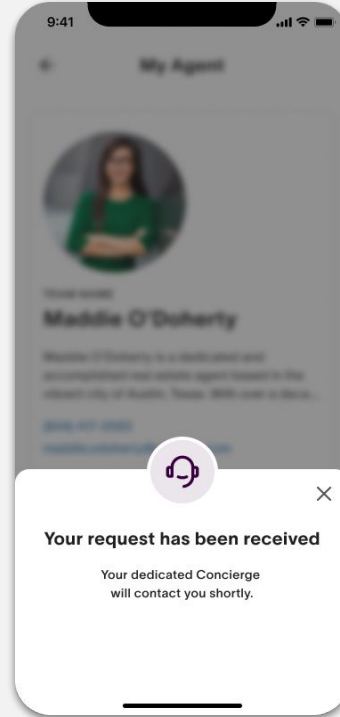
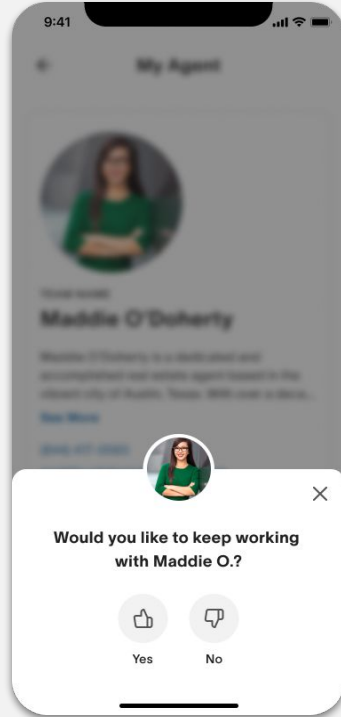
## Before



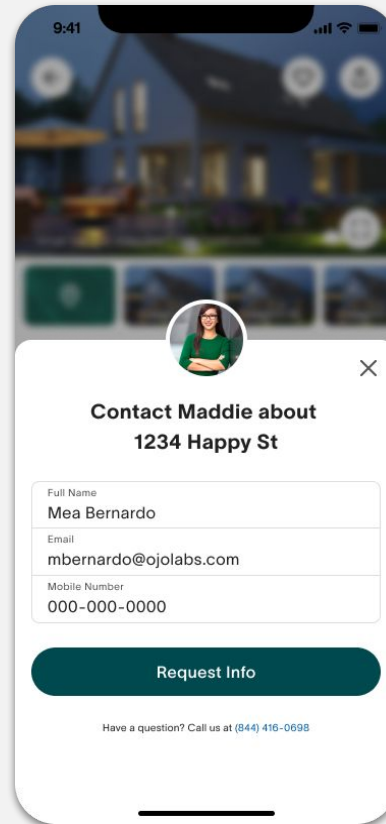
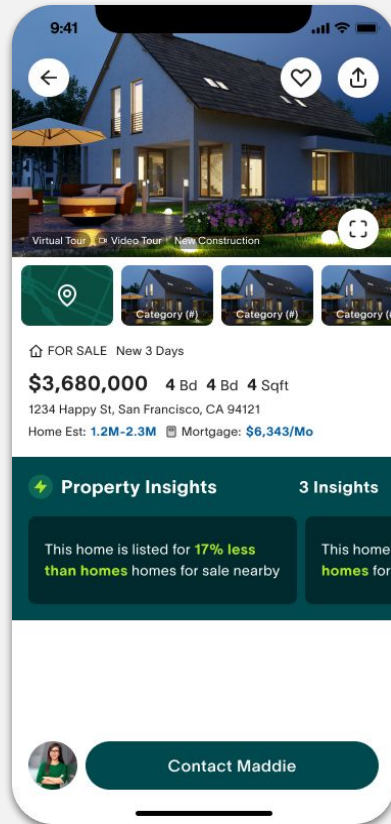
## New



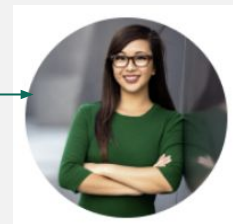
# Double confirm



# Lead form

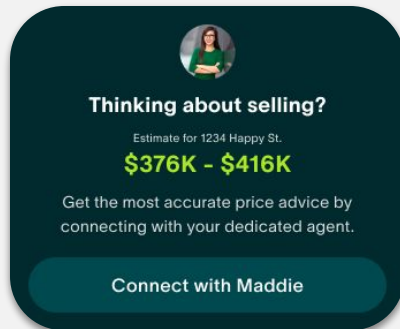



Repeat leads go directly to Agent

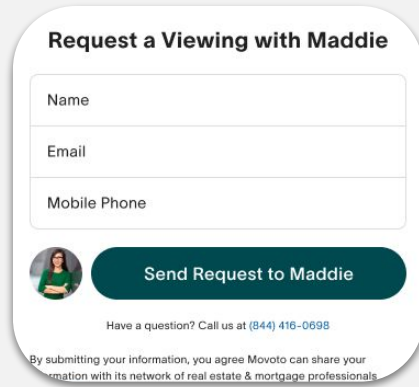




# Throughout Movoto CX



  
**Thinking about selling?**  
Estimate for 1234 Happy St.  
**\$376K - \$416K**  
Get the most accurate price advice by connecting with your dedicated agent.  
**Connect with Maddie**




**Request a Viewing with Maddie**

Name

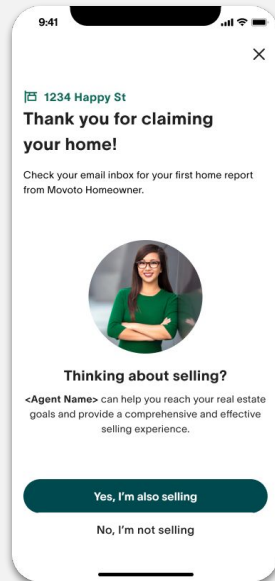
Email

Mobile Phone

 **Send Request to Maddie**

Have a question? Call us at (844) 416-0698

By submitting your information, you agree Movoto can share your information with its network of real estate & mortgage professionals




9:41

1234 Happy St

**Thank you for claiming your home!**

Check your email inbox for your first home report from Movoto Homeowner.

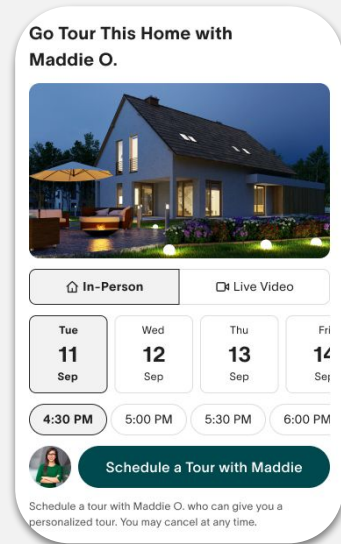


**Thinking about selling?**


<Agent Name> can help you reach your real estate goals and provide a comprehensive and effective selling experience.

**Yes, I'm also selling**

No, I'm not selling




**Go Tour This Home with Maddie O.**



**In-Person**  **Live Video**

Tue <b>11</b> Sep	Wed <b>12</b> Sep	Thu <b>13</b> Sep	Fri <b>14</b> Sep
<b>4:30 PM</b>	5:00 PM	5:30 PM	6:00 PM

 **Schedule a Tour with Maddie**

Schedule a tour with Maddie O. who can give you a personalized tour. You may cancel at any time.

# In emails

## Before

### Take the next steps towards ownership



#### Check your credit score

A strong score may help you get a favorable mortgage rate.

[See My Credit Score](#)



#### Mortgage Pre-Approval

Be ready to act fast on a home that fits.

[Get Pre-approved](#)



#### Match with an agent

Connect with the right agent for your real estate goals.

[Find an Agent](#)

## New

### Take the next steps towards ownership



#### Check your credit score

A strong score may help you secure a favorable mortgage rate.

[See My Credit Score](#)



#### Mortgage Pre-Approval

Be ready to act fast on a home that fits.

[Get Pre-approved](#)



#### Match with your agent

Connect with Maddie to chat about your real estate goals.

[Ask Maddie a Question](#)

ojo



Pro+ leaderboard

# Orchard

## List for top dollar with a guaranteed back-up offer

A better home selling experience is finally here – with Orchard.

Buy & Sell

Buy a home

Sell a home

Get the most accurate free home valuation in minutes

Enter your current address...

Get my free valuation

Orchard valuations are 30% more accurate. ⓘ



FEATURED IN

Forbes

THE WALL STREET JOURNAL.

FORTUNE

Hi there,

You were recently matched with a consumer. This referral came from a new OJO partner focused on generating referrals with a high intent to sell. When these opportunities arise it's crucial to present your client with options, such as **iBuyers**, **Guaranteed Sales Programs**, and **Buy Before You Sell**, that caught their interest. This allows the client to determine the best decision for their situation so they can earn the most for their home. Watch the video below to learn more about how to succeed with these types of sellers in this market.



## How to effectively work with these types of referrals

- Set a time to meet with the consumer during your first call then present the options during an in-person listing appointment not over the phone or zoom
- Discuss all options in order to help your clients feel confident moving forward
- Don't try to sway their decision, just present pros and cons of all

# Creating optionality for sellers



## INSTANT OFFER

No showings, no waiting, no hassles? We'll get you a cash offer within 3 days.



## BUY BEFORE YOU SELL

Have a winning cash offer and get reassurance by securing your next home before selling this one.



## IMPROVE YOUR MOVE

Need fresh paint, flooring or repairs, but have no cash for improvements? We can help!



## VALUE SALE

Learn how we can get you the most for your home on the open market.

# Creating optionality for sellers



VIRTUAL TOUR

INVESTMENT OPPORTUNITY

← Search Next >

📄 27 📍 Map 🔄 Share 📌 Save

**\$285,000** 3 Bd 3 Ba 1,790 Sqft (\$159/Sqft)

21507 Garret Grv, San Antonio, TX 78261

AVM: \$308K m Est: \$370K

🏠 Mortgage: \$1,298/Mo - Get Preapproved

🏠 House - For Sale New 5 Days

Message Agent

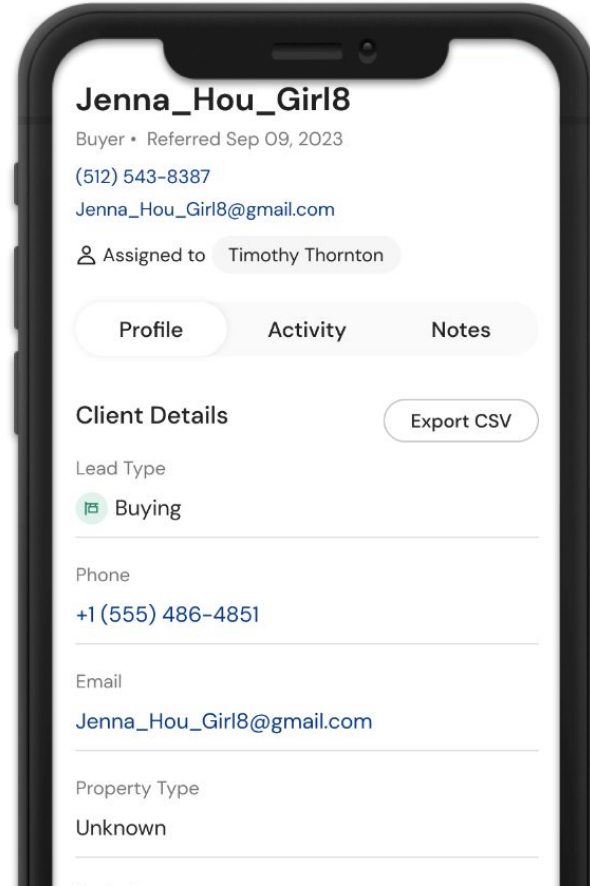
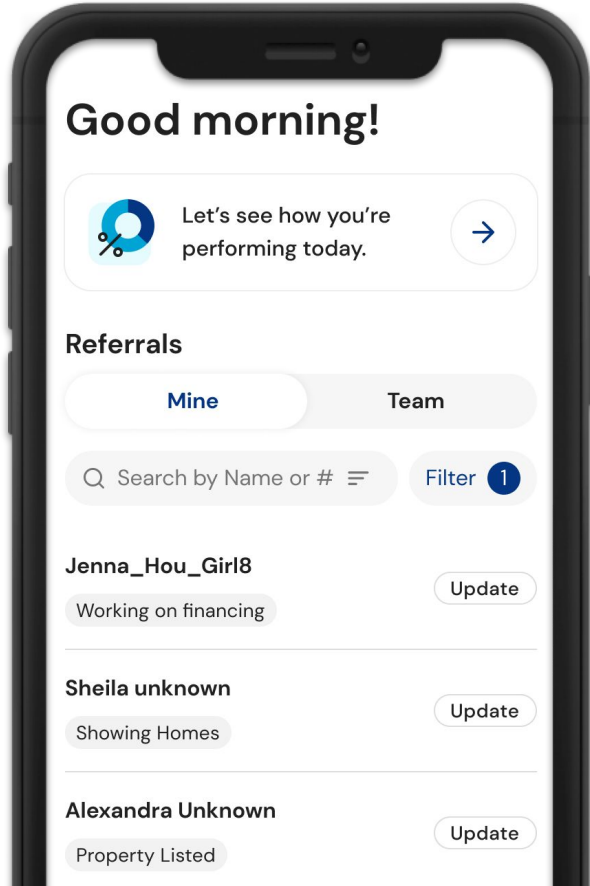
Request Info

24 homes bought nearby with Movoto recently

Details Key Insights Description Location (📍)

✦ Selling? Get a cash offer on your current home and buy this one before you list.  
[Get My Cash Offer](#)

# Consumer names





Apply to Join

# Team Leader Advisory Board

- Direct access to OJO executives and the product team
- Network with other board members and leverage the collective knowledge of the board to help drive growth in your business
- Participate in beta testing and get early access to new programs and products
- Be recognized as a board member with a public profile on OJO's website

**\*Must be an OJO Pro+ team leader to apply or be nominated**



# Pro+ panel



**Veronica Figueroa**

Team Lead | FIG Team



**Justin Landis**

Team Lead | Justin Landis Group



# OJO Master Class

**Chris Suarez**

Co-founder and co-CEO of PLACE Inc.

**SEPTEMBER 27TH @ 2PM CST**



# OJO Market Update

**Barry Habib**

**MONDAY, OCTOBER 2ND @ 12 PM CST**

ojo